

WHAT IS CLAIMED:

1. A method of financing an asset management firm by obtaining a revenue share interest in the asset management firm, and excluding an ownership interest during the term of the revenue share interest, and excluding debt, the method comprising:

providing financing to the asset management firm,

receiving a predefined share of revenue of the asset management firm (a revenue share interest) for a predetermined period of time,

wherein, no ownership interest in the asset management firm is received during the term of the revenue share interest, and no debt is used.

2. The method of claim 1, further comprising:

evaluating the revenue share interest at least in part using a probabilistic analytical model.

3. The method of claim 1, wherein the financing is provided to the asset management firm in connection with a succession, restructuring, buyout event or other liquidity or capital needs of the firm or its owners.

4. The method of claim 1, further comprising:

upon termination of the revenue share interest, converting the revenue share interest to an ownership interest in the asset management firm, callable by the asset management firm.

5. The method in claim 1, further comprising:
extending the term of the revenue share interest, if revenue targets are not met,
and
reducing the term of the revenue share interest, if revenue targets are exceeded.
6. The method in claim 1, further comprising:
increasing the amount of the revenue share interest if revenue targets are not met,
and
decreasing the amount of the revenue share interest, if revenue targets are exceeded.
7. The method in claim 1, further comprising:
changing a term of the revenue share interest based on a comparison of actual
business performance to a quantitative target level.
8. A method of evaluating financing for an asset management firm, using a
forecasting model, the method comprising:
identifying a set of financing guidelines by which to evaluate results of the model;
inputting, to the model, a set of assumptions to define the financing, an
assumption relating to at least one of: management fee and revenue items, revenue share
interest percentage, term of financing, proposed consideration, financing provider costs,
financing provider capital requirements, and financing provider return requirements;

wherein a revenue share interest is obtained in the asset management firm, and excluding an ownership interest during the term of the revenue share interest, and without using debt,

inputting, to the model, information associated with the asset management firm;
generating at least one cash flow analysis with the model, the cash flow analysis comprising a deterministic, Monte Carlo, or historical sampling analysis; and
determining whether the results of at least one cash flow analysis comply with the financing guidelines.

9. The method of claim 8 further comprising:
generating revenue projections with the model; and
pricing the financing based on the revenue projections.
10. The method of claim 8, wherein the revenue share interest is an expiring interest.
11. The method of claim 8, wherein the revenue share interest is a perpetual interest.
12. The method of claim 8, wherein the financing is provided to the asset management firm in connection with a succession, restructuring, buyout event or other liquidity or capital needs of the firm or its owners.

13. The method of claim 8, further comprising applying a constrained regression analysis to the model.

14. The method of claim 8, further comprising modifying at least one inputted assumption if results of the applied cash flow analysis do not comply with the underwriting guidelines.

15. The method of claim 8, further comprising applying a sensitivity analysis to the model, the analysis involving at least one of deterministic growth rates, replication of an historic market or asset management firm environment, and a shift in asset mix.

16. The method of claim 15, further comprising modifying at least one inputted assumption if results of the applied sensitivity analysis do not comply with the underwriting guidelines.

17. The method of claim 8, further comprising applying a discounted cash flow analysis to the model.

18. The method of claim 17, further comprising modifying at least one inputted assumption if results of the applied discounted cash flow analysis do not comply with the underwriting guidelines.

19. The method of claim 8, further comprising applying a qualitative financing assessment to the model.

20. The method of claim 8, further comprising approving the provision of assets to the asset management firm.

21. A programmable computer programmed to execute a method of evaluating financing for an asset management firm, the method comprising:

inputting, to a model, a set of assumptions to define the financing, an assumption relating to at least one of: management fee and revenue items, revenue share interest percentage, term of financing, proposed consideration, financing provider costs, financing provider capital requirements, and financing provider return requirements; wherein a revenue share interest is obtained in the asset management firm, excluding an ownership interest during the term of the revenue share interest, and not using debt,

inputting, to the model, information associated with the asset management firm;

generating at least one cash flow analysis with the model, the cash flow analysis comprising a deterministic, Monte Carlo, or historical sampling analysis; and

determining whether the results of at least one cash flow analysis comply with financing guidelines.

22. The programmable computer of claim 21, with the method thereof further comprising:

generating revenue projections with the model; and

pricing the financing based on the revenue projections.

23. The programmable computer of claim 21, wherein the revenue share interest is an expiring interest.

24. A machine-readable medium encoded with a plurality of processor-executable instructions to perform a method of evaluating financing for an asset management firm, comprising instructions for:

inputting, to the model, a set of assumptions to define the financing, an assumption relating to at least one of: management fee and revenue items, revenue share interest percentage, term of the financing, proposed consideration, financing provider costs, financing provider capital requirements, and financing provider return requirements; wherein a revenue share interest is obtained in the asset management firm, excluding an ownership interest during the term of the revenue share interest, and not using debt;

inputting, to the model, information associated with the asset management firm;

generating at least one cash flow analysis with the model, the cash flow analysis comprising a deterministic, Monte Carlo, or historical sampling analysis; and

determining whether the results of at least one cash flow analysis comply with financing guidelines.

25. A method of financing a business by obtaining a revenue share interest in the business, and excluding an ownership interest during the term of the revenue share interest, and excluding debt, the method comprising:

providing financing to the business,

receiving a predefined share of revenue of the business (a revenue share interest) for a predetermined period of time,

wherein, no ownership interest in the business is received during the term of the revenue share interest, and no debt is used.

26. The method in claim 25, wherein the business is one of an asset management firm, or any other financial services firm.

27. A method of evaluating financing for a business, using a forecasting model, the method comprising:

identifying a set of financing guidelines by which to evaluate results of the model;

inputting, to the model, a set of assumptions to define the financing, an assumption relating to at least one of: revenue items, revenue share interest percentage, term of the financing, proposed consideration, financing provider costs, financing provider capital requirements, and financing provider return requirements; wherein a revenue share interest is obtained in the entity, and excluding an ownership interest during the term of the revenue share interest, and without using debt,

inputting, to the model, information associated with the business;

generating at least one cash flow analysis with the model, the cash flow analysis comprising a deterministic, Monte Carlo, or historical sampling analysis; and

determining whether the results of at least one cash flow analysis comply with the underwriting guidelines.

28. The method of claim 27 further comprising:

generating revenue projections with the model; and

pricing the financing based on the revenue projections.

29. The method of claim 27, wherein the business is one of: an asset management firm or any other financial services firm.